



NOVEMBER 2012

# MOTOTRBO™ WEBINAR ATEX DP4000 Ex SERIES

SEAN FITZGERALD | SOLUTIONS MARKETING MANAGER  
RICCARDO MANZINI | EMEA RP&A BUSINESS MANAGER



**MOTOTRBO**  
DIGITAL REMASTERED.

# MOTOTRBO ATEX DP4000 Ex SERIES

**WORLD'S FIRST  
SHIPPING  
ATEX-CERTIFIED  
DMR RADIO**





- Introduction & Roadmap Update
- Sales Training
  - MOTOTRBO ATEX DP4000 Ex Series
  - MOTOTRBO Software Release 2.2
- Services Update
- Marketing Materials
- Q&A

NOVEMBER 2012

# ROADMAP UPDATE

SEAN FITZGERALD | SOLUTIONS MARKETING MANAGER



***MOTOTRBO***  
*DIGITAL REMASTERED.*



**The information contained herein is provided for information purposes only and is intended only to outline Motorola's presently anticipated general technology direction.**

**The information in the roadmap is not a commitment or an obligation to deliver any product, product feature or software functionality and Motorola reserves the right to make changes to the content and timing of any product, product feature or software release.**

**Prices for any future product or software included herein will be separately negotiated when and if such product or software becomes available.**



# MOTOTRBO ROADMAP



## DP/DM 3000 Linked Capacity Plus

Apr 2012

## Release 2.0.5

Linked Capacity Plus for DP/DM4000 and DP2000

## Release 2.1

- Radio Mgmt (OTAP)
- 6.25 Direct Mode
- IME (predictive text)
- ...

## Release 2.2

- Restricted System Access
- ATEX Mandown
- Arabic alphabet support
- Repeater Wireline Voice /Data
- ...



## DP3000 MPT 1327 Opt Bd

Jan 2012

## SL4000 Series

Feb 2012

## DM4000 Series

Mar 2012

## DP2000 Series

Jun 2012

## DP4000 Series

Jun 2012

## MOTOTRBO Connect Plus

Sep 2012

## DP4000 Ex ATEX

Nov/Dec 2012

# MOTOTRBO DP4000 EX SERIES LAUNCH SCHEDULE



Nov 9:	Webinar Invitations issued
Nov 15:	Ship Acceptance (ATEX UHF)
Nov 15:	Website Live
Nov 15:	Press Release issued
Nov 20:	Channel Webinar (English)
Nov 22:	Channel Webinar (German)
Nov 27:	Channel Webinar (French)
Dec 3:	Channel Webinar (Russian)
Dec 10:	Ship Acceptance (ATEX VHF)
Dec 11:	Channel Announcement (Radio Newsletter)
Mid Dec:	Ship Acceptance (R2.2)
Q1 2013:	Ship Acceptance (Headsets)

NOVEMBER 2012

# MOTOTRBO™ DP4000 Ex SERIES

RICCARDO MANZINI | EMEA RP&A BUSINESS MANAGER





# ATEX OVERVIEW



**MANY WORKPLACES MAY CONTAIN EXPLOSIVE OR POTENTIALLY EXPLOSIVE ATMOSPHERES. WORKERS MUST USE ATEX-CERTIFIED\* EQUIPMENT WHICH IS DESIGNED TO OPERATE SAFELY IN THESE HAZARDOUS AREAS**

## **EXAMPLES OF INDUSTRIES WITH HAZARDOUS LOCATIONS**

- Oil refineries, rigs and processing plants
- Chemical Industry
- Pharmaceutical Industry
- Printing industries, paper and textiles
- Coal mines
- Sewerage treatment plants
- Power Generating companies
- Gas pipelines and distribution centers
- Grain handling and storage
- Sugar refineries

\* Note: ATEX is an abbreviation of ATmospheres Explosive, a Directive from the European Union.



# HAZARDOUS LOCATIONS: KEYS CHALLENGES



## EMPLOYERS WITH HAZARDOUS LOCATIONS NEED

- Safe, reliable and ATEX-approved equipment
- Effective communications among teams in loud environments
- To keep track of remote or Lone Workers
- Highly visible equipment that is easy to operate even while wearing gloves
- Ability to prioritize critical communications especially during an emergency
- Rugged, durable products that can withstand tough conditions



**WE DESIGNED MOTOTRBO DP4000 Ex ATEX RADIOS TO  
ADDRESS THESE CHALLENGES**

# ATEX-CERTIFIED DIGITAL RADIOS: SAFETY IN HAZARDOUS ENVIRONMENTS



## MEET THE DP4000 Ex SERIES RADIOS



DP4401 Ex



DP4801 Ex

# ATEX PORTABLE PORTFOLIO



EXPANDING THE PORTFOLIO TO MEET YOUR CUSTOMERS' NEEDS

## HIGH TIER ANALOGUE

### GP Ex SERIES



GP340 Ex



GP X80 Ex

ANALOGUE  
VOICE | DATA

## HIGH TIER DIGITAL

### DP Ex SERIES



DP4401 Ex



DP4801 Ex

ANALOGUE AND DIGITAL  
VOICE | DATA | ENHANCED  
APPS & CONNECTIVITY

# ADVANTAGES OF MOTOTRBO'S DIGITAL RADIO TECHNOLOGY



## CLEARER AUDIO

Ensure messages are understood without background noise and static

## INCREASED CAPACITY

Twice the calling capacity compared to analogue

## ENHANCED COVERAGE

Audio is clearer throughout the coverage area, no static on the fringe

## LONGER BATTERY LIFE

40% longer battery life than analogue

## INTEGRATED DATA APPLICATIONS

Voice and data in the convenience of one device





# DP4000 Ex SERIES: SAFE, RELIABLE, AND EFFECTIVE



## EXCEPTIONAL SAFETY FOR THE TOUGHEST ENVIRONMENTS



### SAFE

- ATEX and IECEx-certified
- Integrated Man Down and Lone Worker
- Builds on Motorola's ATEX experience

### RELIABLE

- Durable in the harshest environments
- MIL 810G (all 11 categories)
- IP67 rated dust and water protection
- Unique Motorola Accelerated Life Testing

### EFFECTIVE

- Superior audio quality
- Sophisticated functionality
- Easy to see, easy to hear, easy to use



# MOTOTRBO™ DIGITAL ATEX PORTABLES HELP KEEP WORKERS SAFE



## COAL MINE



**Built to withstand potentially explosive gas and dust, so your workers stay safe**

## OIL RIG



**Be there for them, even when you're not with them. Integrated Man Down and Lone Worker alerts and Integrated GPS to track mobile workers**

## FACTORY FLOOR



**High-visibility blue/black housing, so radios can easily be seen and tracked in hazardous environments**

# DP4000 Ex SERIES PORTABLES



DP4401 Ex

DP4801 Ex

**DP4401 Ex** – no display or keypad

**DP4801 Ex** – colour display & full keypad

**VHF** (136-174 MHz)

**UHF** (403-470 MHz)

**1000** channels, 5-line colour display and full keypad

**32** channels, Non-display

Integrated **GPS**

Next-generation **MOTOTRBO™** feature set

Integrated **Man-Down** (no option board required)

**1W** RF power (as analogue GP300 Ex)  
**IP67**

# DP4000 Ex SERIES PORTABLES



DP4401 Ex

DP4801 Ex

## EXCEPTIONAL AUDIO

- Hear and speak clearly in loud environments
- Intelligent Audio automatically adjusts volume to compensate for background noise
- Increased noise suppression helps filter unwanted background noise such as heavy equipment, engines and trucks

## MOTOTRBO SYSTEMS

Radios work on the following systems:

- IP Site Connect (multi site coverage)
- Capacity Plus (single site trunking)
- Linked Capacity Plus (multi site trunking)

## ADVANCED FEATURES

- Customisable Voice Announcement provides audible confirmation of actions
- Integrated GPS helps you track mobile workers
- Man Down application as standard
- Integrated option board (DP4801 Ex)
- Supports Transmit Interrupt suite to prioritize critical communications

# DP4000 Ex SERIES PORTABLES



## ATEX CERTIFICATION



DP4401 Ex/  
DP4801 Ex

## HIGHEST ATEX/IECEX RATING

- Gas: II 2G Ex ib IIC T4 Gb
- Dust: II 2D Ex ib IIIC IP6x T130°C Db
- Mining: I M2 Ex ib I Mb
- IP67 rated dust and water protection



# DP4000 Ex SERIES PORTABLES



## DP4801 Ex



DP4801 Ex

- Integrated option board
- Colour display
- Keypad
- Additional channels



# DP4000 Ex SERIES OVERVIEW



## DP4401 EX ERGONOMICS



- 1 Channel Selector Knob
- 2 On/Off/Volume Control Knob
- 3 LED Indicator
- 4 Side Programmable Buttons
- 5 Push-to-Talk (PTT) Button
- 6 Integrated GPS and mandown
- 7 Microphone
- 8 Speaker
- 9 Accessory Connector
- 10 Emergency Button
- 11 Antenna



# DP4000 Ex SERIES OVERVIEW



## DP4801 EX ERGONOMICS



- |                                    |                        |
|------------------------------------|------------------------|
| 1 Channel Selector Knob            | 13 Display             |
| 2 On/Off/Volume Control Knob       | 14 Microphone          |
| 3 LED Indicator                    | 15 Speaker             |
| 4 Side Programmable Buttons        | 16 Accessory Connector |
| 5 Push-to-Talk (PTT) Button        | 17 Emergency Button    |
| 6 Front Programmable Button P1     | 18 Antenna             |
| 7 Menu/OK Button                   |                        |
| 8 4-Way Navigation Button          |                        |
| 9 Integrated GPS, GOB and Man Down |                        |
| 10 Keypad                          |                        |
| 11 Back/Home Button                |                        |
| 12 Front Programmable Button P2    |                        |

# EASY TO READ DISPLAY



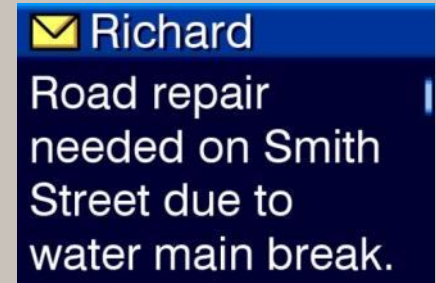
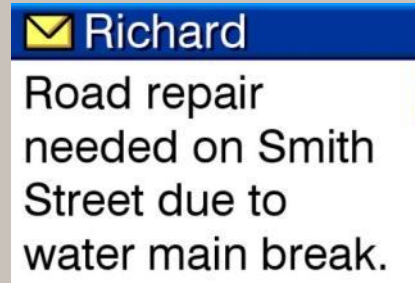
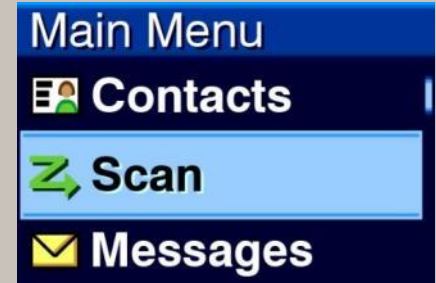
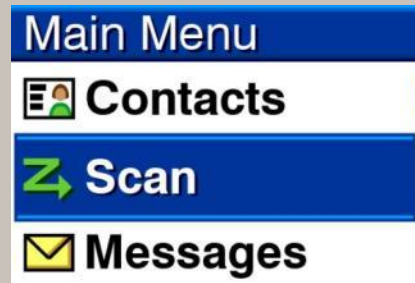
EASILY VIEW CONTACT LISTS, TEXT MESSAGES AND APPLICATIONS

## LARGE DISPLAY

- 5-line
- Full colour

## EASY TO READ

- Brighter background colour
- Increased reflectance saves battery life
- Night mode



# WHY DP4000 EX SERIES RADIOS?

KEEP YOUR WORKERS SAFE, EFFECTIVE, AND ACCESSIBLE IN THE FIELD



## EASY TO SEE



- Five-line colour display (DP4801 Ex only) and bright LED show information at a glance
- Orange emergency button enables workers to quickly call for assistance
- Visible blue and black housing to denote ATEX-approved radios

## EASY TO HEAR



- Exceptional voice clarity with Automatic Gain Control and advanced background noise reduction
- Exclusive Intelligent Audio feature automatically adjusts radio volume to fit the environment's noise level to help prevent missed calls

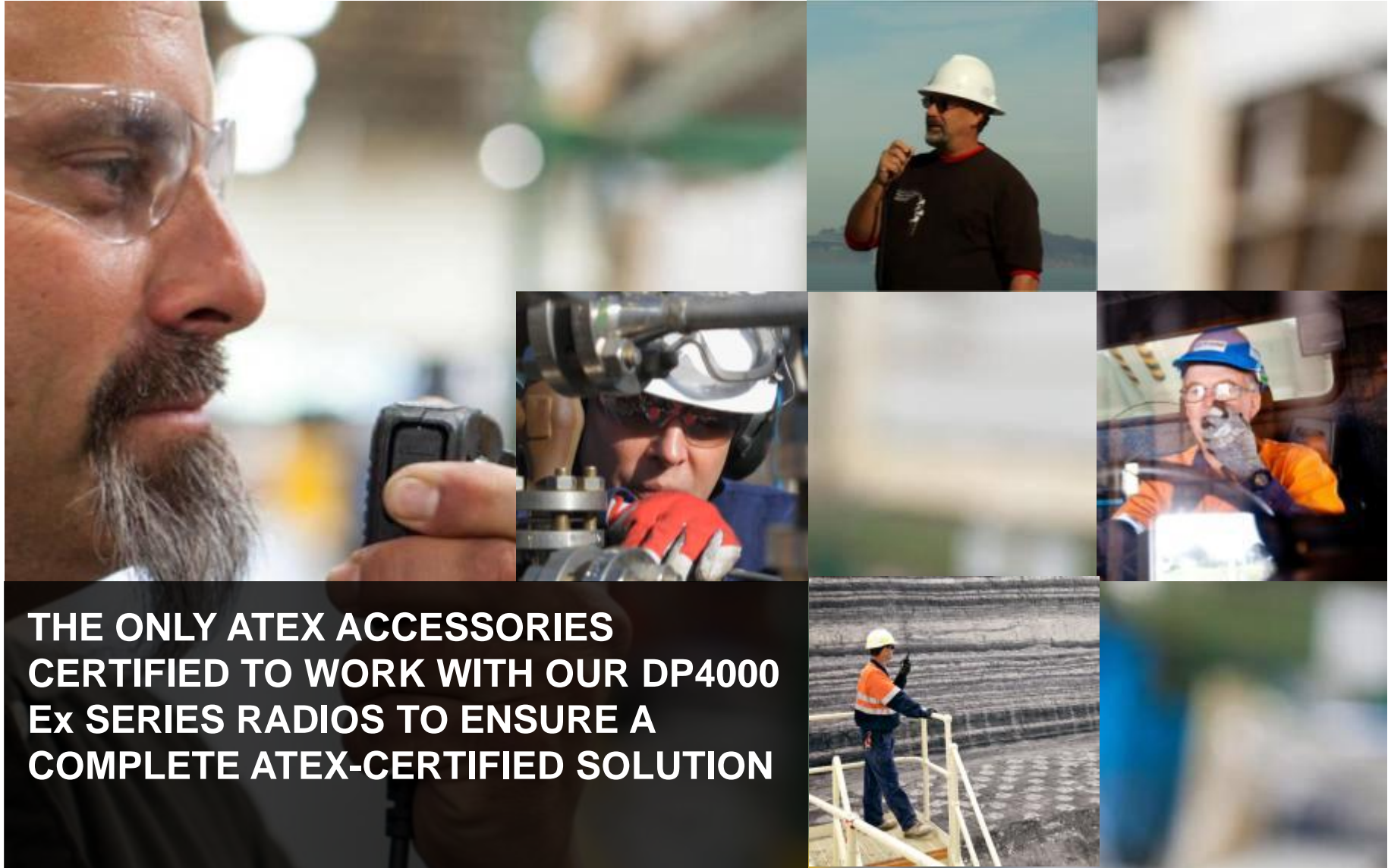
## EASY TO USE



- Large PTT, volume and channel knobs make the radio easy to use even when wearing gloves
- Five programmable buttons (three on DP4401 Ex) provide quick access to most commonly used features



# ATEX ACCESSORY SOLUTIONS



**THE ONLY ATEX ACCESSORIES  
CERTIFIED TO WORK WITH OUR DP4000  
Ex SERIES RADIOS TO ENSURE A  
COMPLETE ATEX-CERTIFIED SOLUTION**

# HEAVY DUTY HEADSETS HANDLE TOUGH SHIFTS, HEAD ON



**CHOOSE THE RIGHT ACCESSORY FOR YOUR WORK ENVIRONMENT**

## HEAVY DUTY HEADSETS



- Optimal acoustic design
- Fluid-filled cushions seal out noise
- Noise-cancelling boom microphone
- Available as headband or attach to helmet style

## TWIN CUP HEADSET



- Two-layers of hearing protection
- Extra high-attenuating twin shells
- Noise-cancelling boom microphone
- Available as attach to helmet style

## TACTICAL XP HEADSET



- Adjust the volume to accommodate level of ambient noise
- Noise-cancelling boom microphone
- Available as headband or attach to helmet style



**ALL HEADSETS REQUIRE AN EXTERNAL PTT ADAPTER**

# EXTEND SAFETY WITH ATEX-CERTIFIED ACCESSORIES



## COMPREHENSIVE PORTFOLIO OF CERTIFIED ACCESSORIES



### IMPRES™ REMOTE SPEAKER MICROPHONE

- Windporting audio for windy weather conditions
- IMPRES™ audio to reduce background clamour on noisy factory floors
- Emergency button and volume control for easy access to critical radio features



### IMPRES™ BATTERIES AND CHARGERS

- High-capacity battery supports long shifts
- IMPRES batteries support more charge cycles, so they don't need to be replaced as frequently



### CARRY CASES

- Hard leather and soft leather carry cases provide durable radio protection
- Removable swivel belt loop



### ANTENNAS

- Stubby and whip antennas offer enhanced coverage over previous Motorola ATEX radios
- Integrated GPS capability





## MOLEX ACCESSORY ADAPTER

- As with existing analogue ATEX
- 3<sup>rd</sup>-party niche accessories
- ATEX approval as system

# OIL RIG USE CASE



## OIL RIG SUPERVISOR

- Communicate instantly with multiple work teams in high noise areas
- Locate and track mobile workers

## PLATFORM WORKERS

- Communicate instantly with multiple work teams in high noise areas
- Send/respond to work orders to expedite issues

## DISPATCHER

- Coordinate teams and monitor remote or Lone Worker status to improve employee safety
- Interrupt communications during an emergency to expedite response

# IN-BOX ACCESSORIES



## DP4401 Ex Series

Battery (2075 LiION)  
Charger  
Antenna  
Belt Clip  
Acc. Dust Cover  
Manuals  
Safety Booklet  
DOC  
Model Box



## DP4801 Ex Series

Battery (2075 LiION)  
Charger  
Antenna  
Belt Clip  
Acc. Dust Cover  
Manuals  
Safety Booklet  
DOC  
Model Box

# LAUNCH PACK PROMOTIONS



## Select up to:

- 4 radio models per 'pack'
  - Max. 2 portable radios of the same model number
  - Max. 2 portable radios of the same type (FKP, NKP)
- 4 antennas
- 4 chargers
- 4 accessories including:
  - Battery
  - Remote Speaker Microphone
  - MOTOTRBO Adapter
  - Carry cases
- 1 Programming cable

Documentation added automatically

**1 'pack' per Authorised Reseller**



**MOTOTRBO HAS REMASTERED  
DIGITAL TWO-WAY COMMUNICATIONS  
AND REDEFINED WHAT YOUR  
CUSTOMERS EXPECT OF RADIO  
SO NOW THEY CAN COLLABORATE  
LIKE NEVER BEFORE.**

**THAT'S DIGITAL REMASTERED.**

***MOTOTRBO™***  
*DIGITAL REMASTERED.*

# MOTOTRBO™ SOFTWARE R2.2

**RICCARDO MANZINI | EMEA RP&A BUSINESS MANAGER**





# MOTOTRBO SOFTWARE RELEASE 2.2

## OVERVIEW



### **Restricted Access to System**

Provides the capability of enabling/disabling a Radio from transmitting or listening to a transmission in the system.

### **Man Down**

Safety feature that triggers the radio's internal software emergency routine if pre-programmed movement criteria are met.

### **Arabic Language Support**

- Support for the MOTOTRBO 2.0 Arabic Language Package.
- Subscriber models with an Arabic keypad will support all capabilities of the Input Method Editor (IME) in the Arabic language.

# Restricted Access to System (RAS)





- **Available for DP2000, DP/DM3000, DP/DM4000 and SL4000 Series radios**
- **Prevents unauthorized radio users from utilizing repeaters in the system to transmit their Voice/Data/Control Messages to their target users or user groups.**
- **Provides limited protection that prevents unauthorized radio users from listening to transmissions in the system.**



- **Reserves all channel resources for authorized users only ensuring critical communications get through.**
- **Easily manage who can and can not access radio systems.**
- **Offers limited protection for radio communications.**

# FEATURES AND SPECIFICATIONS



- **Prevents unauthorized radio users from utilizing repeaters in the system to transmit to their target.**
- **Provides limited protection from listening to outbound transmissions.**

**This includes all voice, data, and control message transmissions from a repeater in any MOTOTRBO system configuration.**

- **Supports all existing ADP interfaces and is supported in all MOTOTRBO system configurations**

# FEATURES AND SPECIFICATIONS



**Two methods can be used together or alone to protect system**

- **RAS ID method**
- **SUID range-checking method**

**Supports multiple MOTOTRBO system architectures:**

- **Conventional single-site (including Dynamic Mixed Mode)**
- **IP Site Connect**
- **Capacity Plus & Linked Capacity Plus**

**Repeater software upgrade**

- **8MB and 32MB DR3000 repeaters**
- **MTR3000 repeaters**



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# MAN DOWN



# OVERVIEW



- Provides a safety alert option to monitor worker accidents.
- Provides an alarm if the radio meets pre-programmed movement criteria for a defined amount of time.
- When alarm is triggered radio initiates emergency response.



# VALUE PROPOSITION



- **Cost-effective way to monitor workplace safety.**
- **Increase worker peace of mind.**
- **Potentially life-saving**



# FEATURES AND SPECIFICATION



- **Used to monitor workers safety that sends an instant emergency alert if a mishap occurs.**
- **Motion-detection alarm functionality triggers the radio's internal software emergency routine if the radio is horizontal or at an angle for longer than a pre-programmed time.**
- **Anti-movement alarm functionality triggers the radio's internal software emergency routine if the radio is stationary (unmoved) for longer than a pre-programmed time.**
- **Utilizes an accelerometer that is built onto the radio main board**

# 3 ALARM TYPES



## **Man Down Angle Alarm (Angle Detection)**

- **Monitors the duration of time the radio is horizontal, or below a programmable angle value**

## **Man Down Movement Alarm**

- **Monitors any radio movement.**

## **Man Down No-Movement Alarm**

- **Monitors the duration of time the radio stays stationary.**

# ARABIC LANGUAGE SUPPORT





- # Arabic Keypad



PAGE 45

# VALUE PROPOSITION



- **Radio users can send and receive messages in native language, ensuring communications are understood.**
- **Creates global opportunities to expand radio markets.**

# FEATURES AND SPECIFICATIONS



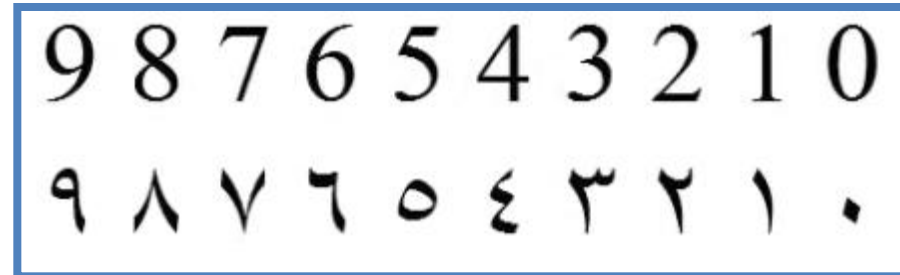
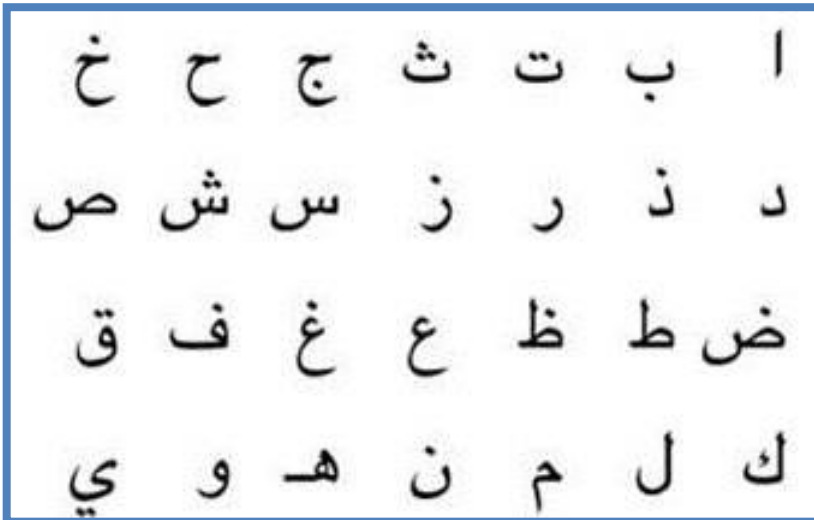
- **Support for the display of the Arabic language.**
- **Only available on EMEA model radios.**
- **Models with an Arabic Keypad supports capability for Input Method Editor:**
  - Multi-tap
  - XT9 Predictive Text



# THE ARABIC LANGUAGE



- Text is displayed from right to left.
- Non-Arabic characters, when used with Arabic characters are displayed from left to right.
- Pressing the '0' key will function as entering the number '0'.
- Option to input (Eastern) Arabic numerals.



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# ATEX DP4000 Ex SERIES SERVICES UPDATE

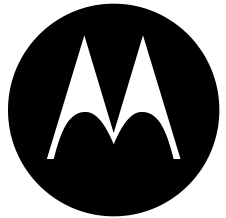
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# SERVICE FROM THE START SERVICE FOR MOTOROLA DIGITAL RADIOS: TETRA TERMINALS & MOTOTRBO ANNOUNCING ENHANCEMENTS





# SERVICE FROM THE START ON DIGITAL TERMINALS

## – NEW ENHANCEMENTS



COVERAGE	WARRANTY	SERVICE FROM THE START LITE	SERVICE FROM THE START	SERVICE FROM THE START W/ COMPREHENSIVE
Availability	EMEA	EU, Switzerland, Norway, Russia, South Africa		
Coverage	MOTOTRBO – 2Yr	3 , 5 Years	3, 5 Years	3, 5 Years
Manufacturer defects only	✓	✓		
Turnaround Time (1)	10 days+	10 days	5 days	5 days
Non Technical Telephone support: 9am-5pm CET, Mon-Fri	✓	✓	✓	✓
Technical Telephone support: 9am-5pm CET, Mon-Fri			✓	✓
Covers normal wear and use			✓	✓
Software Support (2)	Bug Fix Only		✓	✓
Covers Accidental Breakage				✓
Shipping	1-Way	1-Way	2-Ways	2-Ways
Priority Two-Day Repair Turnaround			Option	Option
Battery Replacement			Option	Option
Cosmetic Refurbishment			Option	Option

(1) Turnaround time is Motorola “in-house” repair time and does not include time in transit.

(2) Software Support comprises patches (bug fixes) and maintenance releases of the current version of the software. PAGE 51

# AVAILABILITY



## SALES

- **Sell at Point of Sale with Product – or 30 days after**

## REMEMBER ...

- Service from the Start is the default offer **in EU, Switzerland, Russia or South Africa**
  - Outside of these countries sell Extended Care Option (ECO) repair service



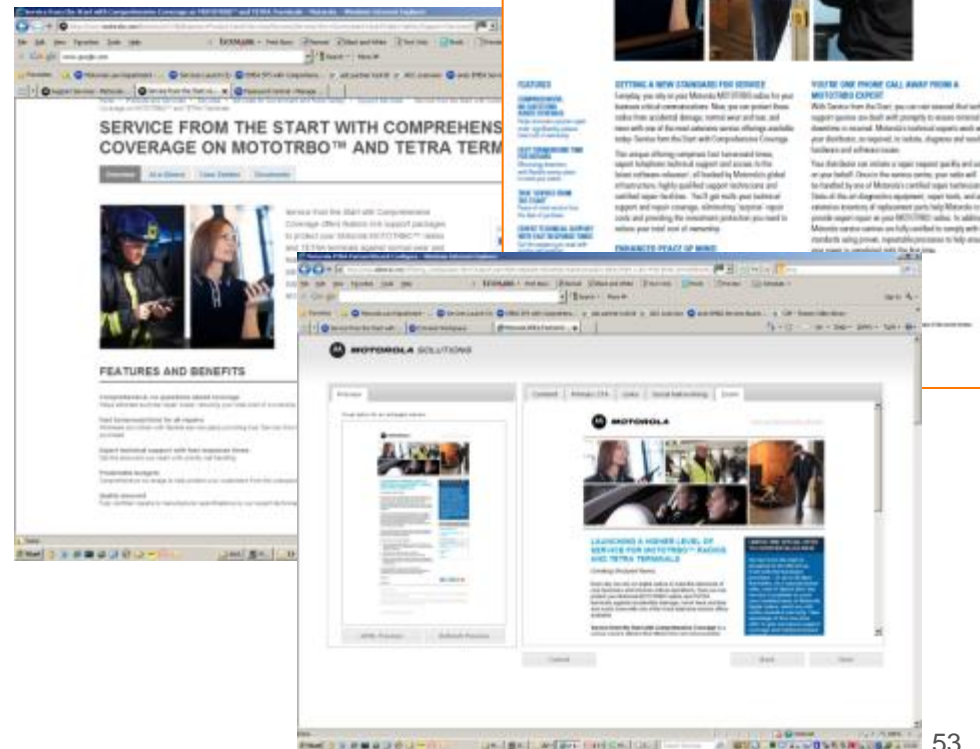
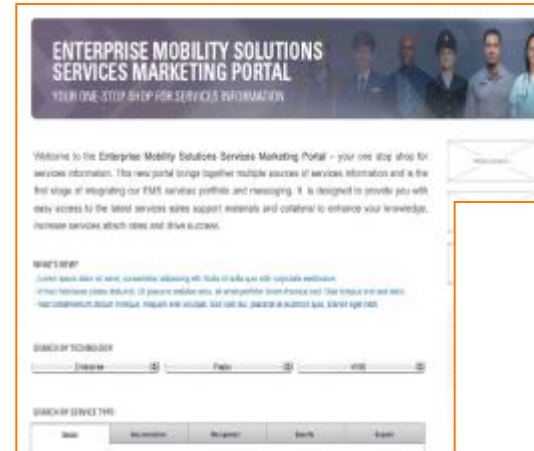
# SALES TOOLS

## Available on:

- Services Intranet
- MOL
- [www.motorolasolutions.com/services](http://www.motorolasolutions.com/services)
- Co-Brand Wizard

## Tools:

- Spec Sheet (UK, FR, DE, IT, ES, RU)
- Presentation
- Service Description Documents
- Order Guide
- Pricing Information



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# ATEX DP4000 Ex SERIES MARKETING MATERIALS

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# SUPPORTING MATERIALS

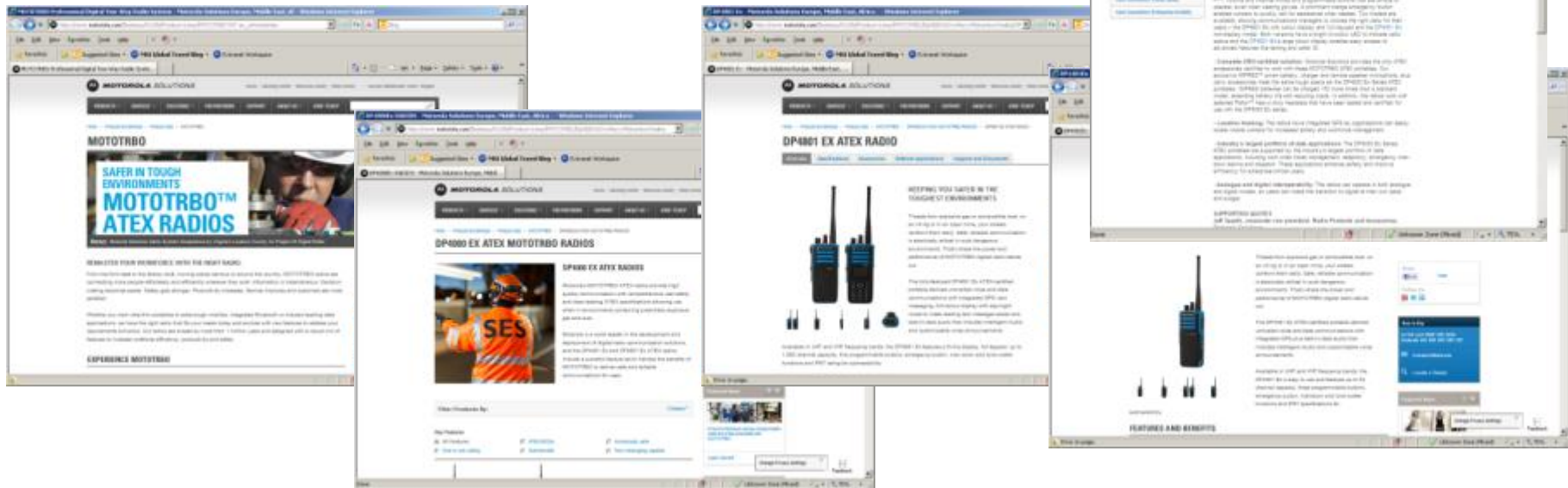


- **Press Release**

- <http://mediacenter.motorolasolutions.com/Content/Detail.aspx?ReleaseID=14678&NewsAreaID=2>

- **Website**

- [www.motorolasolutions.com/mototrbo](http://www.motorolasolutions.com/mototrbo)
- English, French, German, Polish, Russian



# SUPPORTING MATERIALS



## • Brochure

- <http://www.motorola.com/web/Business/Products/ ChannelDetails/ Documents/ StaticFiles/EN MOTOTRBO DP4000 Ex ATEX Brochure.pdf?localeId=252>
- English, French, German, Italian, Polish, Russian and Spanish

## • Accessories Fact Sheet

- <http://www.motorola.com/web/Business/Products/ ChannelDetails/ Documents/ StaticFiles/ATEX Accessories Fact Sheet final.pdf?localeId=252>
- English, French, German, Italian, Polish, Russian and Spanish





# SUPPORTING MATERIALS



- **Product Images**

- Web:
  - [www.motorolasolutions.com/mototrbo](http://www.motorolasolutions.com/mototrbo)
- Co-Branding Wizard:
  - <http://msp.elateral.com/Msc/ContentItem/Browse?ShowFullSearch=True&Vendor=Motorola&Category-c418fd30-3b64-405e-94ad-1986f0a80e4a=b091e387-4cfa-4315-a9cf-a1040161ff81&SearchTerm=>



# Q&A



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